

**Stopping monopoly power to
establish competitive, inclusive,
open markets for all.**

Open Markets Institute
Director of Development
Washington, DC

Background

The Open Markets Institute is a Washington, D.C.-based non-profit think tank that uses research and journalism to help people relearn how to use competition policy to build stronger democracies, more just and equitable societies, more innovative and sustainable economies, and a more secure and peaceful world. By combining policy, legal, and market structure expertise with sophisticated communications and outreach efforts, Open Markets seeks not only to hold today's monopolies accountable for abuse of power, but to rebuild an economic system where progress is easier to achieve, because power is far more widely and equitably distributed. Open Markets works at the vanguard of antimonopoly to achieve legal, political, and societal victories that empower everyone.

Position

Reporting to the Executive Director, the Director of Development will lead Open Markets Institute's fundraising efforts. This leader will have primary responsibility for raising a \$4 million budget and creating and implementing a strategy for growth, working with a highly experienced and collaborative team across the organization to showcase the organization's impact and broaden support for Open Markets' work and mission. The Director of Development provides strategic vision and leads the operational implementation of Open Markets Institute development activities. The Director will lead grant writing, grants management, and major gifts solicitation. This leader will be responsible for designing and implementing strategies to cultivate new sources of support as well as maintaining and augmenting support from current foundations and individuals. The Director will manage donor relationships and prepare and coach other key organizational leaders as they engage with donors. As a strong project manager, this leader will provide vital leadership on organizational planning, operations, and strategy as these activities relate to the goals of strengthening the organization's fundraising base.

Responsibilities include:

- Lead the development and implementation of strategic fundraising plans focused on broadening the base of support with foundations and individual donors
- Set and meet fundraising goals by overseeing and guiding the work of the development consultant and in partnership with the Executive Director and organizational leaders
- Develop and submit high quality proposals to current and new foundation funders
- Oversee reporting on current grant and contract obligations
- Support the Director of Operations in tracking revenue, including monthly and quarterly reports and forecasts
- Provide support to Executive Director in managing relationships with current, new and potential donors
- Coach program managers through donor cultivation and relationship management
- Maintain accurate donor tracking system in Raiser's Edge
- Ensure systems are in place and followed for donor acknowledgment and recognition
- Oversee donor component of program events and manage separate donor events
- Manage day-to-day fundraising activities

Qualifications include:

- At least seven to ten years of experience in fundraising, with a proven track record in securing financial support
- Fundraising experience in a comparable nonprofit research, advocacy, or policy organization is preferred
- Experience working with both foundation and individual donors
- Demonstrated capacity to direct multiple projects, collaborating with team members to ensure timely, accurate, and high-quality deliverables
- Highly organized, able to ensure that projects stay on track even in a complex and constantly changing situation
- Demonstrated success in working collaboratively with colleagues and external stakeholders to meet fundraising goals
- Experience with, and understanding of, relational/customer relationship management (CRM) databases
- Strong communications skills, including developing and delivering multi-mode communications that convey a clear understanding of the unique needs of different audiences
- Takes on new opportunities and tough challenges with an action-oriented sense of urgency, high energy, and enthusiasm
- Anticipates and balances the needs of multiple stakeholders in a diplomatic fashion
- Previous experience with OMI's issue areas is preferred but not required

Salary

Compensation for this role begins at \$150,000 and is commensurate with experience. Position includes excellent benefits, including 100% employer paid health, dental, and vision insurance, generous 401K contribution, cell phone stipend, transportation stipend, and more.

This position description is based upon material provided by Open Markets Institute, an equal opportunity employer.

To apply for this position, please click [HERE](#).

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